

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 NEA-11 ISO-00 EB-11 AID-20 IGA-02 XMB-07

L-03 DRC-01 RSC-01 /082 W

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P 051151Z FEB 74

FM AMCONSUL LAHORE

TO SECSTATE WASHDC PRIORITY 9835

INFO AMEMBASSY ISLAMABAD PRIORITY

AMCONSUL KARACHI

AMEMBASSY OTTAWA

LIMITED OFFICIAL USE LAHORE 0181

E.O. 11652: N/A

TAGS: BMEP, PK

SUBJECT: LOCOMOTIVE SALES TO PWR

REF: STATE 021006

1. IT HAS BEEN DIFFULT TO DIG UP ADDITIONAL INFORMATION ON SUBJECT TENDER; BECAUSE AFTER USAID ISLAMABAD LETTER JANUARY 14 REGRETTING USAID INABILITY TO EXTEND LOAN FOR RAILWAY EQUIPMENT (SEE ISLAMABAD 0290 (NOTAL) AND STATE 006647), BOTH PWR OFFICIALS ASSUMED THERE NO FURTHER INTEREST ON PART OF US. NO PWR OFFICIAL HAS BEEN WILLING TO DISCLOSE CANADIAN FINANCE TERMS, AND NO ONE OUTSIDE PWR HAS BEEN ABLE TO FIND OUT ALTHOUGH ONE SOURCE WHO REGULARLY VISITS PWR IS STILL TRYING. IN MEANTIME, HE TOLD US IT IS HIS IMPRESSION THAT CANADIAN TERMS ARE NOT YET FINALIZED IN OTTAWA.

2. ON JANUARY 31, PRB CHAIRMAN QADIR INDICATED TO US THAT PWR MAY STILL BE INTERESTED IN US EQUIPMENT. WHEN WE ASKED HIM WHAT WAS STATUS OF TENDER FOR LOCOMOTIVES, HE RESPONDED WITH QUESTION ABOUT USAID FINANCING. WHEN WE CONFIRMED LACK OF INTEREST ON PART OF USAID AND EXIM, HE SHRUGGED, AND WONDERED ALOUD WHY ALCO WAS NOT STILL MAKING GOOD LOCOMOTIVES PWR BOUGHT SOME YEARS AGO. WE RESPONDED THAT ALCO

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STILL MAKE DIESEL ENGINES FOR LOCOMOTIVES, AND POINTED OUT

THAT ALCO REP SCHEDULED TO COME TO LAHORE AS PART OF ELECTRIC POWER GENERATION TRADE MISSION MARCH 18-20. QADIR SAID NOTHING IN RESPONSE, BUT INDICATED THAT PWR WILL HAVE TO BUY LOCOMOTIVES REGARDLESS OF WHETHER SOFT FINANCING AVAILABLE. PWR CHIEF ENGINEER NAWAB, WHO WAS ALSO PRESENT, LATER TOLD RELIABLE SOURCE THAT HE VERY MUCH LOOKED FORWARD TO VISIT OF ALCO REP.

3. WHAT THIS ADDS UP TO IS UNCLEAR, BUT TO US IT WOULD SEEM IMPORTANT THAT US MANUFACTURERS SUBMIT BIDS FOR TENDER, SINCE FINANCING MAY HAVE TO BE WORKED OUT LATER. THIS REGARD, IT SHOULD BE NOTED THAT PUNJAB SMALL INDUSTRIES CORPORATION CARRIED LARGE ADVERTISEMENT IN LAHORE PAPERS FEBRUARY 3 CALLING FOR APPLICATIONS FOR FINANCING OF SMALL INDUSTRY EXPANSION AND IMPROVEMENT UNDER WEST GERMAN CREDIT, WHICH "IS NOT UNTIED." IT MAY ALSO BE POSSIBLE THAT SOME FINANCING MIGHT BE AVAILABLE UNDER ASIAN DEVELOPMENT BANK LOANS.

4. IF OUR SOURCE TURNS UP MORE INFORMATION DURING HIS PROBE AT WAPDA, WE WILL REPORT ASAP.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974LAHORE00181
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: LAHORE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740255/aaaabzvtv.tel
Line Count: 82
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: STATE 021006
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 12 APR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 APR 2002 by ifshinsr>; APPROVED <03 JUN 2002 by morefirh>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: LOCOMOTIVE SALES TO PWR
TAGS: BGEN, PK
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005